

# **Alphora Research Inc.**

## **Recruitment Profile**

### **Account Manager - Business Development**

**Alphora Research Inc.** is a contract research, development and cGMP manufacturing organization in the field of active pharmaceutical ingredients (API's), synthetic organic chemistry and analytical sciences. The company currently has a number of complex API's in development for clinical and commercial applications.

Alphora Research Inc has built a first class team of scientists and manufacturing technicians and has a new pilot plant in operation for the synthesis of larger scale clinical and commercial API product. To support this continued growth, Alphora requires an Account Manager with experience selling sophisticated research services to the pharmaceutical and biotechnology industries.

#### **The Role**

Reporting to the Vice President, Business Operations, the Account Manager is responsible for:

- Developing relationships with potential new clients:
- Generating leads through telemarketing, networking
  - Developing and maintaining client target database
  - Organizing client visits
  - Participation at marketing events: trade shows, symposiums
  - Extensive travel throughout the United States, Canada. Possibility of overseas travel
- Preparing Proposals:
  - Coordinating input from various departments
  - Presentations to clients
- Building Client Relationships:
  - Maintain contact with customers through direct visits and correspondence
  - Client entertaining
- Providing Project Management
  - Oversee client programs to ensure deliverables are met
- Creating a robust opportunity pipeline for the organization
- Achieving sales plan objectives

#### **Education and Experience Requirements:**

- University degree in organic chemistry or a related science field
- Ideally, some experience working in a research position within the pharmaceutical or related industries
- Minimum of 3 years sales experience with proven success identifying and acquiring client opportunities
- Experience selling research services to the Biotechnology and/or Pharmaceutical industries (API development, clinical studies, formulation, toxicity testing, analytical testing services)
- Proven project management skills to facilitate understanding and coordination of activities between organizations or between departments
- Excellent presentation, negotiation and interpersonal skills.

- Ability to communicate effectively both internally and externally in a professional manner.
- Solid organizational and time management skills.
- Self motivated, positive attitude, work ethic and a team player.